



United Way Raffle Tickets on Sale Now

Can you picture yourself relaxing in this beautiful four bedroom, two bath lodge located in Alto Lakes Golf and Country Club Estates near Ruidoso, New Mexico?

One lucky winner will be able to stay in this luxury vacation home and get away from the stress of life for a few days. With room for eight people, it's the perfect place to get away with family and friends. See more pictures of this stunning home by clicking [HERE](#).

Raffle tickets are on sale now at the LAR

office for \$10 (one ticket) or \$25 (five tickets).

The winner of the raffle will be chosen at the September Membership Meeting Style Show on Sept. 24. You don't need to be present to win.

We want to thank Lindsey and Stuart Bartley for graciously donating their beautiful vacation home for the raffle.

And remember, all the proceeds from the raffle will go to the [Lubbock Area United Way](#).

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Board of Directors Election

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THAT'S WHO WE



What is TREPAC?

TREPAC is ESSENTIAL!

Throughout this pandemic, TREPAC helped ensure that real estate was categorized as an essential service so that you could continue to work – not just for you, but for your clients. REALTORS have had a seat at the table, advising on

The mission of Texas REALTORS® Political Action Committee (TREPAC) is to raise and disburse funds to promote home ownership, protect real property rights, and increase political awareness.

If real estate is your profession, politics is your business. And no one protects the real estate industry and your bottom line like TREPAC-Texas REALTORS® Political Action Committee. TREPAC backs local, state, and national candidates and elected officials who have a proven track record of protecting private-property rights, preserving the dream of homeownership, and supporting the vitality of the real estate industry.



2020 TREPAC Major Investors

Platinum R		
Jef Conn*		
Golden R		
Tony Lloyd*		
Crystal R		
Donna Sue Clements**	Tim Grissom	
Vanessa Dirks**	Tammy Hamersley	
Cade Fowler*	Lisa Pearce**	
Marie Garcia	Teresa Smith**	
Sterling R		
Cynthia Arriaga	Linda Ferguson	Vickie Noyola
Leigh Anne Brozo	Kim Flenniken	Al-Souki
Lisa Carswell	Tim Garrett	Kirk Schneider
Amy Cox	Ken Harlan	Winn Sikes***
Coby Crump	Jacky Howard	Jeremy Steen
Kathy Davis	Vanesa Hyde	Pam Titzell
Joy Daniel	Cheryl Isaacs	Scott Toman
Rusty DeLoach	Charlie Kearney	Rhonda Vanderburg
Vanessa Dirks**	Jacoby Madewell	Chanda White
Rich Eberhardt	Joe Murfee	Dan Williams*
	Tara Newton	
Corporate Investors		
Alliance Credit Union	Peoples Bank	
Benchmark Mortgage	PrimeWest Mortgage	
City Bank Mortgage	SouthWest Bank	
City First Mortgage	Spirit Mortgage	
Homes by J. Ferg Pros	Texas Tech Federal Credit Union	
Infinity Mortgage		
Lubbock National Bank		

* President's Circle and Hall of Fame
** President's Circle
***Hall of Fame

DON'T FORGET. THE DEADLINE
TO INVEST IN TREPAC FOR 2020 IS SEPTEMBER 30.

LAR LUBBOCK
ASSOCIATION OF REALTORS®
cordially invites you to the

2020 TREPAC Auction

Items up for bid include:

Patrick Mahomes autographed Texas Tech Footballs (2)	Sharp Shooters Gift Card
iPad Pro	Amazon Gift Cards
Best Buy Gift Cards	Wine gift baskets and much more

AUCTION OPENS	AUCTION CLOSSES
SUN	TUES
SEPTEMBER	SEPTEMBER
27	29
2020	2020
5 P.M.	7 P.M.



TREPAC Participation Levels

RPAC Hall of Fame

RPAC Hall of Fame is awarded to members who have invested \$25,000 or more throughout their career as a REALTOR®. This is a lifetime award achievement.

RPAC Major Investor Program

RPAC's Major Investor program consists of an elite and passionate group of REALTOR® investors who give a minimum annual investment of \$1,000 or more.

RPAC Platinum R Member

A Texas REALTOR® investing \$10,000 or more in one year will be recognized as a Platinum R major investor. Individual members can then sustain their Platinum R

status with an annual investment of \$5,000.

RPAC Golden R Member

A Texas REALTOR® investing \$5,000 in one year will be recognized as a Golden R major investor. Members can then sustain their Golden R status with an annual investment of \$2,000.

RPAC Crystal R Member

A Texas REALTOR® investing \$2,500 in one year will be recognized as a Crystal R major investor. Members can then sustain their Crystal R status with an annual investment of \$1,500.

RPAC Sterling R Program

A Texas REALTOR® investing \$1,000 in

one year will be recognized as a Sterling R major investor.

Capitol Club

A Texas REALTOR® investing \$500 to \$999 in one year becomes a Capitol Club member.

Lone Star Statesman

A Texas REALTOR® investing \$250 to \$499 in one year becomes a Lone Star Statesman.

110 Club Member

A Texas REALTOR® investing \$110 to \$249 in one year becomes a 110 Club Member.

Participation Club Member

Any Texas REALTOR® investing \$35 to \$109 is considered a member of TREPAC.



The 2020 LAR Vendor Fair is coming soon!

Mark your calendars now for this fun annual event!

It's time once again for the annual LAR Vendor Fair. This year, the fair will be held on October 22, 2020 from 11 a.m. to 1 p.m. at the Frazier Alumni Pavilion. Masks are required while attending the Vendor Fair. Social distancing policies will be in effect as well. We want to make sure everyone is safe while at this year's vendor fair.

This is always a very fun event that members look forward to every year. We are accepting registrations for vendor booths/

tables. The booths are assigned on a first-come, first paid basis, so be sure to claim yours before the booths are all gone!

On average, more than 200 REALTOR® Members attend the Vendor Fair. It's a fantastic way to make some great contacts, make some new friends and hang out with your old friends.

Lunch will be provided by Texas Tech Catering and will be served starting at 11:30 a.m.

Booth Prices:
 \$100 for Active LAR Affiliate Members
 \$200 for Nonmembers
 \$250 for a booth with a dedicated monitor
 \$25 for screen advertising

The deadline to register is October 15 at 5 p.m.

[Click here for the Vendor Registration Form](#)

Three Hours of Contracts Required for Renewal Starting February 2021

On February 1, 2021, sales agents and brokers will be required to complete at least three hours in contract-related course work as part of the 18 hours of continuing education (CE) required to renew a license. To provide license holders time to prepare for this change, TREC staff are already approving many existing contract-related courses and will continue to do so as providers apply for approval of new courses.

Updates to the TREC website to aid license holders in finding applicable contract-related CE will be made available by October 1, and include the following:

A search filter on the Approved Real Estate CE Course List, which will allow license holders to search for contract courses; and

An update to the education history screen on the License Holder Search tool, which will allow license holders to identify contract courses they have already taken.

If you are a sales agent renewing your license for the first time and subject to Sales Agent Apprentice Education (SAE) requirements, you do not need to take three hours in contract courses until your next license renewal term.

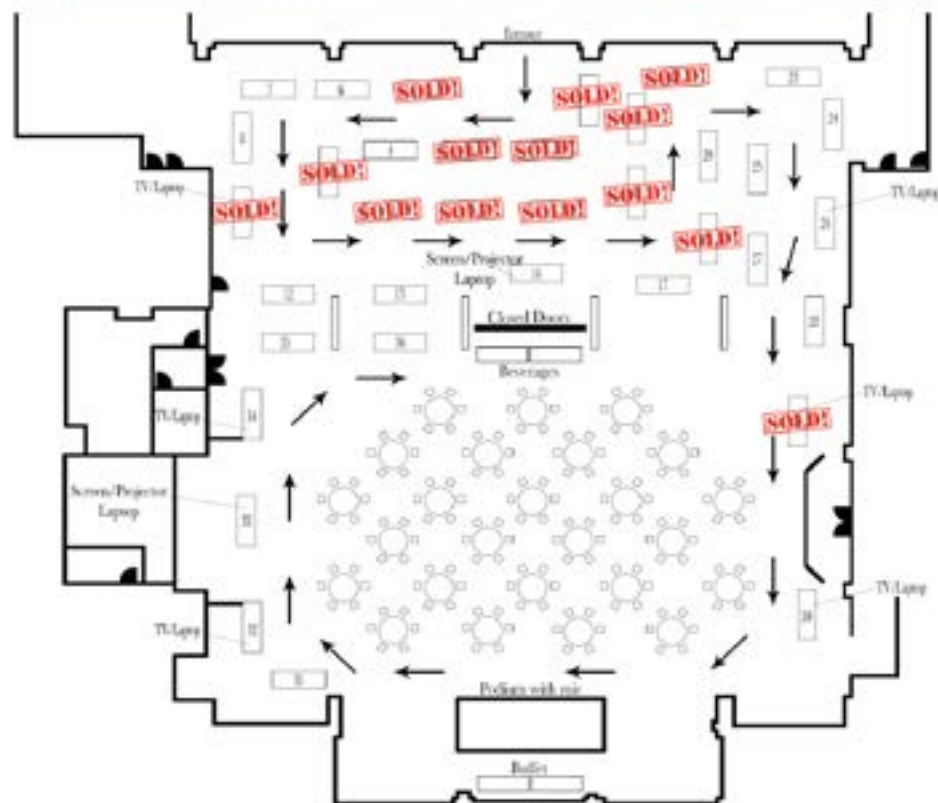
All other sales agents and brokers who renew their license on or after February 1, 2021, regardless of the expiration date, must have completed the three hours of contract course work.



2020 Vendor Fair

October 22, 2020 | 11 a.m. to 1 p.m.

Deadline to register is October 15 at 5 p.m.



WANT TO GET AWAY TO A CABIN IN THE WOODS IN RUIDOSO AND SUPPORT THE LUBBOCK AREA UNITED WAY?



Enter the LAR's United Way Raffle to win your chance to stay in a beautiful four bedroom + Loft, two bath lodge located in Alto Lakes Golf and Country Club Estates. The home sits at the corner of Fort Stanton Road and Alto Drive, just one mile north of Ski Run Road and Ruidoso Winter Park Tubing and five miles north of downtown Ruidoso.

The lucky winner can choose from a Friday - Saturday stay or 4 days during the week. A special Thank You! to Lindsey and Stuart Bartley for graciously donating this lodge stay!

The winner will be chosen at the Style Show on September 24

\$10 FOR 1 TICKET
\$25 FOR 5 TICKETS

United Way # 123456J LAR LUBBOCK

CALL LAR AT 806-795-9533 TO PURCHASE YOUR TICKETS TODAY



August Membership Statistics

August Membership Stats

1448 Total LAR Members (Up 9% from August 2019)
163 Designated REALTOR Members
1215 REALTOR Members
39 Appraiser Members
31 REALTOR Emeritus Members

MLS Only*:

49 MLS Only Designated REALTOR Participants
29 MLS Only REALTOR Subscribers
14 MLS Only Appraisers

*Not all of the LAR members are MLS members.

REALTOR® Membership Applications

(Subject to successfully completing Association Orientation)

Barrett Bass – Progressive Properties
Alyssa Britt – Location Rentals
Chris Brooks – Exit Realty of Lubbock
Samantha Burton – Exit Realty of Lubbock
Ignacio “Nacho” Cano – West Sage Realty
Chastity Clark – Keller Williams Realty
Sydney Craig – The WestMark Companies
Patricia Cuellar – Exit Realty of Lubbock

Kaleb Curry – Chaney Real Estate
Katie Davis – Keller Williams Realty
Mandi Flores – Exit Realty of Lubbock
Jessica Gay – Keller Williams Realty
Barbara Henson – Better Homes and Gardens Blu Realty
Antonio Herbert – Better Homes and Gardens Blu Realty
Shelley Huffman – Lubbock Select Realty
Trajen Johnson – eXp Realty, LLC
Deana Martin – Ranch Gate Real Estate, LLC
Jaime McCabe – Exit Realty of Lubbock
Chelsea McCutchen – Amy Tapp Realty
Brian Nguyen – Keller Williams Realty
Candace O’Dell-Wood – Keller Williams Realty
Taylor Reeves – Amy Tapp Realty
Amanda Robertson – Keller Williams Realty
Michael Samuels – eXp Realty, LLC
Jennifer Smith – Fathom Realty
Judy Smith – Murfee & Sons, Inc.
Jake Speed – Keller Williams Realty
Ashlee Stevens – Our Texas Real Estate Group
Amalia Villalobos – eXp Realty, LLC
Kyle Viney – Keller Williams Realty
Jackie Worley – Exit Realty of Lubbock
Sijia “Savannah” Zhou – Keller Williams Realty

Designated REALTOR® Membership Applications

Karl Morris – REMCO
Beth Myers – Rafter Cross Realty, LLC
Patsy Nicholson – The Nicholson Agency Real Estate

August Transfers

Chris Brooks, Masten Group, to Exit Realty of Lubbock
Deanna Burns, Kearney & Associates, REALTORS®, to Keller Williams Realty
Lynn Tisdale, NextHome CORE Realty, to The WestMark Companies
Christina Walker, eXp Realty, LLC to Keller Williams Realty
Christina Walker, Keller Williams Realty, to eXp Realty, LLC

Miscellaneous Changes

Rocky Lucas, Farrar & Assoc. Real Estate, change to non-MLS member
Maegan Mojica, Keller Williams Realty, change to non-MLS member
Pamela Whitley, Berkshire Hathaway HomeServices Premier Properties, change to non-MLS member

August Cancellations

Doris Attebury, Real Estate Professional Consultants, deceased
Robin Lewis, Amy Tapp Realty
Justin Serbantez, Century 21 John Walton, REALTORS®

Classes and Events

New Home Construction and Buyer Representation

Monday, September 21
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

Virtual Lunch and Learn with Lubbock Central Appraisal District

Wednesday, September 23
Noon to 1 p.m.
Click [HERE](#) to register

September LAR Luncheon and Style Show

Thursday, September 24
11:30 a.m. to 2 p.m.
Click [HERE](#) to register

Close with Confidence

Thursday, September 24
1 p.m. to 3 p.m.
Click [HERE](#) to register

SRS Designation Course

Monday, September 28 and Tuesday, September 29
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

The Aspiring Homebuyer

Tuesday, October 6
9 a.m. to 1 p.m.
Click [HERE](#) to register

The Forms You Need to Know

Wednesday, October 7
9 a.m. to Noon
Click [HERE](#) to register

Mastering Buyer Representation

Wednesday, October 14
9 a.m. to 11 a.m.
Click [HERE](#) to register

At Home with Diversity

Friday, October 16
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

Understanding Agency

Monday, October 19
9 a.m. to 11 a.m.
Click [HERE](#) to register

Run It Like a Boss: Business Planning

Wednesday, September 23
Noon to 1 p.m.
Click [HERE](#) to register

List More

Tuesday, October 27
1 p.m. to 5 p.m.
Click [HERE](#) to register

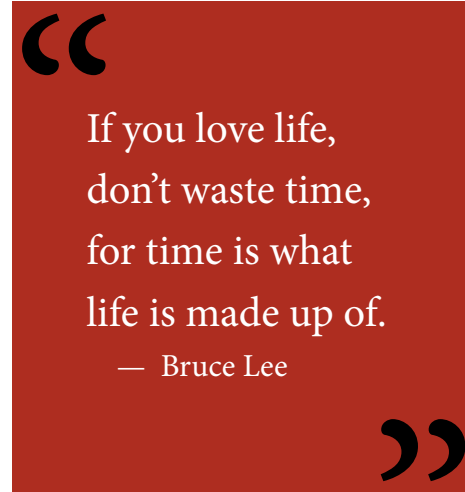


At Home with Diversity

Friday, October 16
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

A ground-breaking professional education initiative designed to provide America's real estate professionals with training and tools to expand their business as well as home ownership opportunities for more Americans.

Participants will learn about the people who make up the local market, their values, customs, real estate needs, and expectations of real estate professionals. Specifically, the course helps participants develop skills in cross-cultural communication and strategic business planning.



Tonya's MLS Tips and Tricks

Learn more about how use the MLS to it's fullest from our resident MLS expert Tonya Marley.

Having trouble navigating the MLS or do you want some tips to make it work better for you? We've got you covered! Here are some tips from the LAR MLS expert Tonya Marley to make your MLS experience better.

- If you can't get something to work in Rapattoni and it's been longer than a month since you've emptied your history and cookies (or if you don't know how to do that), google "How do I empty history and cookies using" then type in the name of your browser (Edge, Chrome, Firefox, Safari, etc.). The instructions that come up will be step by step. You should probably empty this two or three times per year.
- If you have entered a listing as a Coming Soon and need to change the On Market Date, go into the Revise Listing pencil, click Status Information and change the date there. Remember, Coming Soon listings are only allowed for 21 days, so the On Market Date must be within 21 days of the original entry date.
- You probably want to add the Miscellaneous module to the home page of your Rapattoni. In that module there are links to the MLS Rules & Regulations, the LAR Calendar, How to Empty History & Cookies, and other important documents.
- The Interactive Map has a Layers function with a MLS Sub-Zone layer. This layer is very helpful when you have a listing to enter, but are unsure which Zone and Sub-Zone it is in. All you need to do is enter the address in the "Center on a listing # or location" bar located below the blue task bar. After the pin is placed on the property, click on Layers in the white menu. A blue menu will appear on the left. Click on MLS Zones and Sub-zones, then MLS Sub-Zones. You may need to zoom out to see the number and boundaries.
- Use the custom search to have only the fields you want. You can customize your search by going to Admin, then Custom Search Setup and adding or removing fields in the General and Additional tabs.
- Do not rely on Rapattoni to place the pin in the right place when entering a listing. It usually does a good job, but ALWAYS double check it. Especially new construction.

MLS Forum

All MLS members are invited and encouraged to attend the MLS Forum that is held prior to every MLS Committee Meeting from 9 a.m. to 9:30 a.m. This is an opportunity to talk about your MLS related issues, give suggestions, and hear the latest about Rapattoni, ShowingTime and more!

There is no need to preregister, just show up! The next forum is October 4th at 9:00 a.m. at LAR.

Putting Members First With the Right Tools, Right Now

In light of the challenges presented by COVID-19, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times.

The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for FREE or at significant discounts – right now – and is available to REALTORS® and REALTOR® Associations.

The program includes products, resources and services from all areas of the Association, including:

- [Webinars](#) to help you manage your finances;
- [Education courses](#) to expand your skills;
- Timely [market reports](#) to inform your business and clients.
- [Digital tools](#) for transactions and marketing
- Resources for [REALTOR® Associations and Brokerages](#)

Learn more at www.nar.realtor/right-tools-right-now#



2020 DECENNIAL CENSUS
HOUSING POLICY AND AFFORDABILITY

CENSUS HOUSING DATA ARE USED TO:

- Allocate funds
- Make grants
- Establish fair rent prices
- Support housing programs
- Enforce civil rights laws
- Identify needy areas and families

WHAT DOES THE CENSUS MEASURE?

- Housing affordability
- Housing patterns
- Housing vacancies
- New housing (construction)
- Rental housing
- Residential financing

PROGRAM USES OF CENSUS DATA

- Community development block grants
- Home investment funds
- Section 8 housing certificates
- Emergency shelter grants
- Section 202 funds
- Section 8 housing vouchers

HUD IS REQUIRED TO PROVIDE INFORMATION ON HOUSING, INCLUDING DATA ON:

- Tenure
- Cost/rent
- Utilities
- Size
- Quality
- Structure types
- Amenities
- Physical conditions

MY2020CENSUS.GOV - NAR.REALTOR/CENSUS

NATIONAL ASSOCIATION OF REALTORS®

LAR LUBBOCK
CONGRATULATIONS BY REALTORS®

Congratulations

2021/2022 BOARD OF DIRECTORS

PRESIDENT ELECT - RICH EBERHARDT RE/MAX Lubbock	PRESIDENT - TERESA SMITH Exit Realty	SECRETARY/TREASURER - DONNA SUE CLEMENTS RE/MAX Lubbock	
MARK NANNY* Coldwell Banker Trusted Advisors	GARY OWEN* Coldwell Banker Trusted Advisors	JASON RATLIFF* Williams & Company Real Estate	CHANDA WHITE* Chanda White Real Estate
OSCAR ARMENDARIZ Coldwell Banker Trusted Advisors	TAMMY HAMERSLEY RE/MAX Lubbock	ANDREA STURDIVANT Lubbock Lots & Land	DANNY CLARK* The WestMark Companies
MICHAEL HUTTON West Sage, REALTORS®	KEELI WILSON Kearney & Associates REALTORS®	WAYNE WALTON Century 21 John Walton, REALTORS®	DEBBY TULLIS The WestMark Companies

* Serving the last year of a two-year term

LAR LUBBOCK
CONGRATULATIONS BY REALTORS®

Congratulations

EX-OFFICIO DIRECTORS SERVING AT NAR AND TEXAS REALTORS®

JEFF CONN - NAR DIRECTOR Coldwell Banker Commercial	KEN HARLAN - TAR DIRECTOR RE/MAX Lubbock	JACKY HOWARD - TAR DIRECTOR Coldwell Banker Trusted Advisors
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Texas REALTORS® Resources

Texas REALTORS® is a trusted source for Texas-specific legal information, industry trends and research, and actionable tips for building your real estate business.

Texas REALTOR® Magazine
This award-winning publication is your best source for clear, trustworthy, and practical information that helps you succeed in your business. You receive the print edition 10 times per year and in addition to digital articles. [Access it online](#)

Member Blog
Daily updates with relevant information for Texas real estate professionals are posted on the Advice for REALTORS® blog. [Read it now](#)



Stay Informed With These Resources



Email Newsletters
Texas REALTORS® sends a variety of email communications tailored to your interests, including the weekly all-member Focus. [Choose your email preferences](#)

Consumer Outreach
Texas REALTORS® tells consumers that members like you are professionals who

can help with all types of real estate transactions. [See the ads](#)

Research
From monthly market reports available through MarketViewer to annual research on homebuyers and sellers, Texas REALTORS® helps you stay ahead of trends. [See the reports](#)

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LAR LUBBOCK MARKET SNAPSHOT
August 2020

1.8 MONTHS INVENTORY Down 24.7% from August 2019	697 ACTIVE LISTING COUNT Down 22.7% from August 2019
556 UNDER CONTRACT Up 31% from August 2019	478 CLOSED SALES Up 5.3% from August 2019
AVERAGE SALES PRICE \$234,432 Up 11.3% from August 2019	CLOSED SALES YEAR TO DATE 2020: 3,280 2019: 3,234

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